



Why join *Accor* 2026

GLOBAL DEVELOPMENT
PREMIUM, MIDSCALE & ECONOMY DIVISION

TOGETHER, WE'RE BUILDING SUCCESS

At Accor we believe partnering with someone who speaks your language makes it easier to go further.

Because we understand what it takes to be an owner.

Our teams bring our global scale and local knowledge of your market to every conversation we have.

Whether a conversion or a new build, we focus on the most direct path to achieving your cost of capital and Return on Equity goals. By aligning the right brand with your project and leveraging our solutions to boost revenue and optimize costs, we drive exceptional value and performance for your business.

Together, we'll open doors to untapped opportunities.

Building experiences that shape the places travelers and locals visit.

Accelerating growth and adding value.

Working in true partnership.

Together, we're building success

Camil Yazbeck



Camil Yazbeck

GLOBAL CHIEF
DEVELOPMENT OFFICER



WHY ACCOR

Drive value with an owner-centric group

Our 120+ developers worldwide are owner-centric, focused on meeting your cost of capital & Return on Equity (ROE) expectations.

Leverage the largest augmented hospitality eco-system

Powerhouse of brands and unrivalled one-stop-shop to Live, Work & Play, driving revenue 24/7 and diversifying your risk.

Access 360° solutions to boost Revenue & Performance

Bringing expertise and support in areas such as sales, distribution, loyalty, marketing, procurement, technology, and sustainability programs

JOIN THE
#1 global
market leader

11%

Americas

	569	153
	107,270	21,969

37%

Europe & North Africa

	3,141	500
	360,126	61,549

17%

Greater China

	803	402
	129,966	63,826

16%

Asia

	522	247
	119,844	61,382

12%

Middle East,
Africa & Turkey

	376	185
	97,897	42,750

6%

Pacific

	425	40
	66,324	5,506

Global
Network & Pipeline

110+ countries

	NETWORK	PIPELINE
	5,830+	1,530+
	881,400+	257,130+

*Accor Global Network + Pipeline by rooms - All figures as of December 2025

**Global Market Leader Exc. NCAC & Greater China

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HEAR DIRECT

From our partners

After shifting to an Asset-light model, Accor's dedicated operational and brand teams are fully dedicated to supporting our Owners, whilst keeping Accor's DNA at the heart of what we do.

In our local market, just having Accor brands can bring extra 20-30% more business for hotels.

Owner Operator, Real Estate Developer in LATAM

I choose Accor because they are good at managing hotels. They were hotel Owners until very recently, so they know what they are doing.

Owner, REIT in Pacific

Accor local teams anticipate owner's pain points and handle them proactively and efficiently. 10/10.

Owner Franchisee in Middle-East & Africa

Accor is one of the biggest players in the market. It's a safe bet. In my hotel portfolio, Accor brings me at least 30% of business through direct channel where the US players bring less than 5%. **Owner Operator, Family Office in Europe**



BENEFIT FROM

Powerhouse of brands



PREMIUM, MIDSACLE & ECONOMY

pullman

MÖVENPICK

ADAGIO
PREMIUM

swissôtel

GRAND MERCURE

THE SEBEL Art Series
PEPPERS

NOVOTEL

MERCURE

ADAGIO
ORIGINAL

Handwritten

mantra- TRIBE

ibis

ibis STYLES ibis budget

ADAGIO
ACCESS

greet BreakFree

hotelFT JO&JOE

LUXURY & LIFESTYLE

RAFFLES

ORIENT EXPRESS

Fairmont

SOFITEL

SOFITEL LEGEND EMBLEMS

M GALLERY

mantis

MAMA SHELTER

RIXOS

SLS

PARIS SOCIETY

MORGAN'S ORIGINALS

SO/

21c MUSEUM HOTEL

25h twenty five hours hotels

FAENA

the hoxton

HYDE

DELANO

BANYAN TREE

MONDRIAN

ANGSANA

GLENEAGLES

OUR HABITAS

EMBRACE THE FUTURE

With augmented hospitality



Hotels & resorts – *20+ brands*

Extended stay – *13+ brands*

Branded residences – *6 brands*

Unrivalled brands choice to fit your investment criteria and optimize ROI. With best conversion brands.



Coworking & meeting revolution

Integrate flexible concepts including Wojo.

Augmented hospitality – with multi-faceted and mixed-use development projects – has reimagined the way hospitality is experienced for locals and travellers alike.

CAMIL YAZBECK
GLOBAL CHIEF
DEVELOPMENT OFFICER



Leader in lifestyle experiences

Attract locals & travellers alike with profitable restaurants & bars, spas, and entertainment & nightlife venues.

10k+ bars & restaurants - Tailored or off-the-shelf

2k+ events – organized annually by Paris Society

ACCESS 360° SOLUTIONS TO

Boost Revenue & Performance

When you join Accor, we arm you with a solid foundation of services to ensure you a seamless path to performance.

To navigate even more effectively through today's increasing challenges, we've created Accor 360° Solutions, a powerful range of specialised solutions to help you boost your revenue, optimize your costs, and maximise your return on investment.

Whatever your goals, Accor can equip you from every angle, so you can adapt, grow and achieve your true potential.



Powerhouse

Chapter



01

of brands



POWERHOUSE OF BRANDS

PREMIUM

Top Performing Brands in their Markets

PULLMAN \ SWISSÔTEL \
MÖVENPICK \ GRAND MERCURE

Experiential brands designed for today's discerning travelers, where high-end comfort meets sophisticated experiences.

All figures as of December 2025

4

brands

436+

hotels

115.5k+

rooms



SWISSÔTEL MARIANSKE - CZECHIA



Pullman

A vibrant, contemporary premium brand built on over 150 years of pioneering spirit, today Pullman **provokes new exchanges** through dynamic spaces that energize meetings, business travel, and leisure stays alike for today's generation of global travelers.



Swissôtel

A premium, globally present brand on the cusp of luxury, renowned for Swiss quest of excellence. It embodies "Crafting Pure Living" through engineered precision and authentic care, curating only the best to vitalize guests and nurture their holistic well-being.



Mövenpick

A high-performing, fast-growing premium brand built on flexible design principles that deliver standout conversions and new builds. Designed for **joyful reconnection** between teams, friends, and families, it's universally loved for its warm, generous hospitality, convivial spaces, and culinary-led experiences.



Grand Mercure

A premium local brand with international recognition, benefiting from the Mercure halo effect. It embodies "**Discover local grandly**", elevating authentic local experiences with international refinement and regional grandeur through sensorial immersion, attracting guests seeking genuine local connections and an elevated stay



159 Hotels open

67 Hotels in pipeline



Lyon, France



Dubai Jumeirah Lakes Towers, UAE

São Paulo Ibirapuera, Brazil





47

Hotels open

57

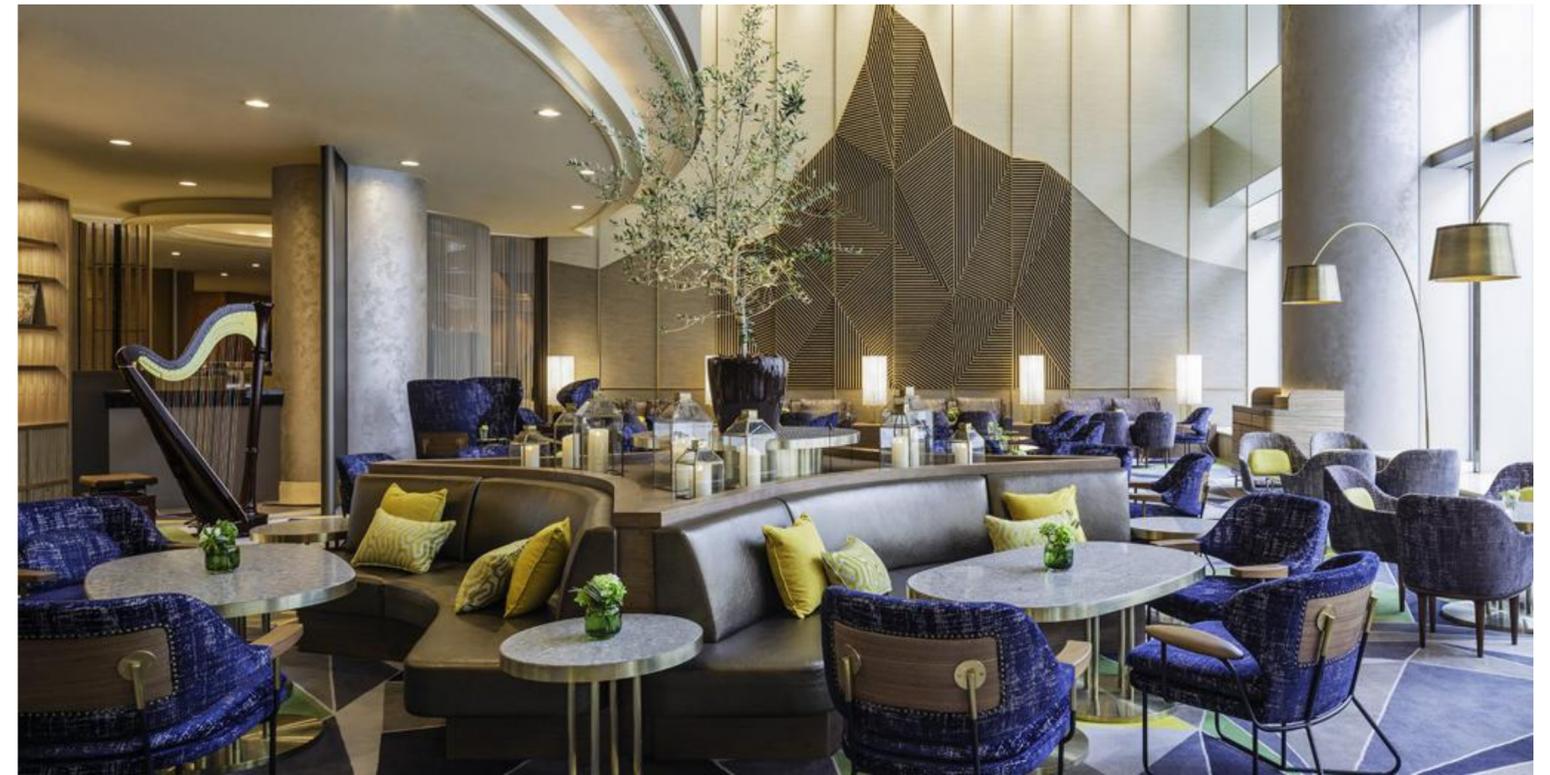
Hotels in pipeline



Chicago, USA



Corniche Park Towers Doha, Qatar



Nankai, Japan

 **143** Hotels open **108** Hotels in pipeline



Dubai, UAE



Grand Hotel Wrocław, Poland

Shanghai, China



GRAND MERCURE

HOTELS AND RESORTS



87 Hotels open

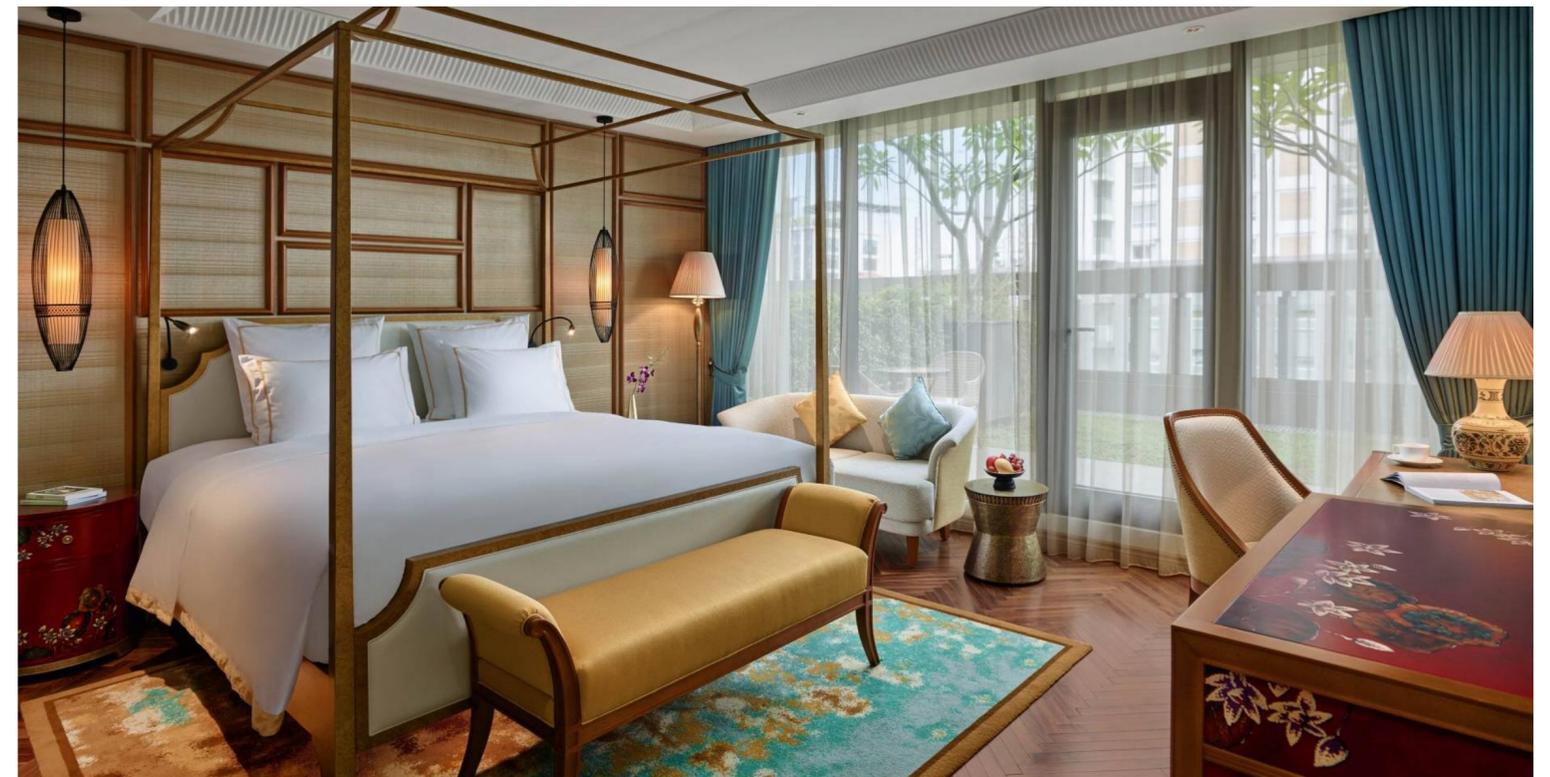
46 Hotels in pipeline



Okinawa, Japan



Dubai, UAE



Hanoi, Vietnam



POWERHOUSE OF BRANDS

MIDSCALE

A Vanguard of Power Brands

HANDWRITTEN COLLECTION \
NOVOTEL \ MERCURE \ TRIBE

Brands bridging comfort and character, combining operational efficiency with elevated guest expectations.

4

brands

1,734+

hotels

273k+

rooms





Novotel

A world-renowned brand with standout awareness and a footprint in nearly 70 countries, delivering long-term growth and helping business travelers and families achieve longevity, living longer, fuller, and happier lives, strengthening its ESG profile through a partnership with WWF for ocean protection.



Handwritten

A characterful collection of bespoke properties that reflect the authentic story of each address, combining the individuality of independent hospitality with the scale, distribution power and growth platform of Accor, to create long-term value for owners and investors.



Mercure

A glocal brand with over 1000 hotels in 680+ destinations, the Mercure experience is shaped by its surroundings, inspired by local stories, and shared with the world with care. The brand creates sustained value for owners and investors while driving network growth and guest engagement.

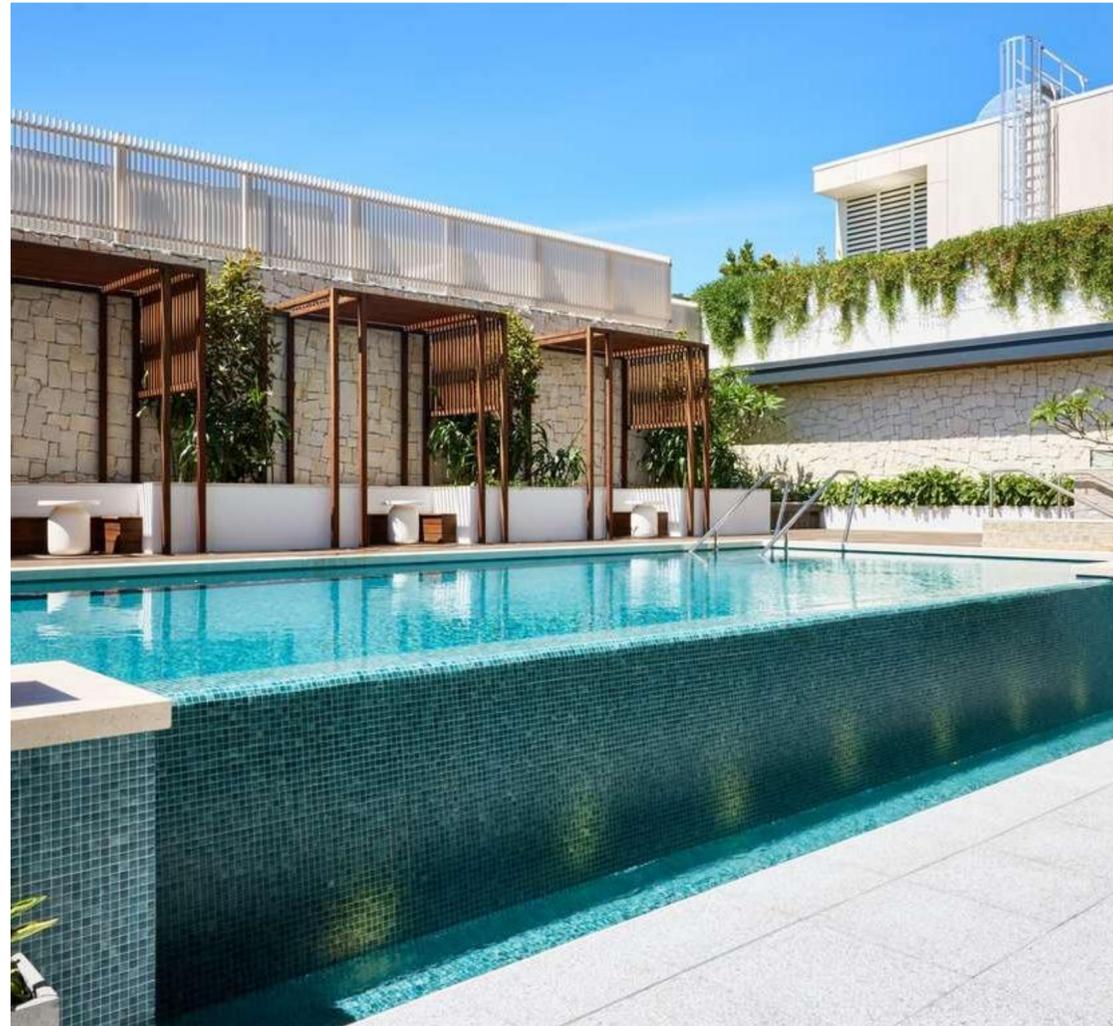


TRIBE

TRIBE celebrates the bold, the diverse, and the intelligently designed, delivering everything guests need and nothing they don't through lively social spaces. Built on a distinctive business model combining compact footprints, bold design, vibrant F&B and a magnetic social vibe, delivering compelling returns.

NOVOTEL

 **625** Hotels open **206** Hotels in pipeline



Sydney, Australia



Paris, France



Miami, USA

A

Handwritten

COLLECTION



44

Hotels
open

47

Hotels in
pipeline

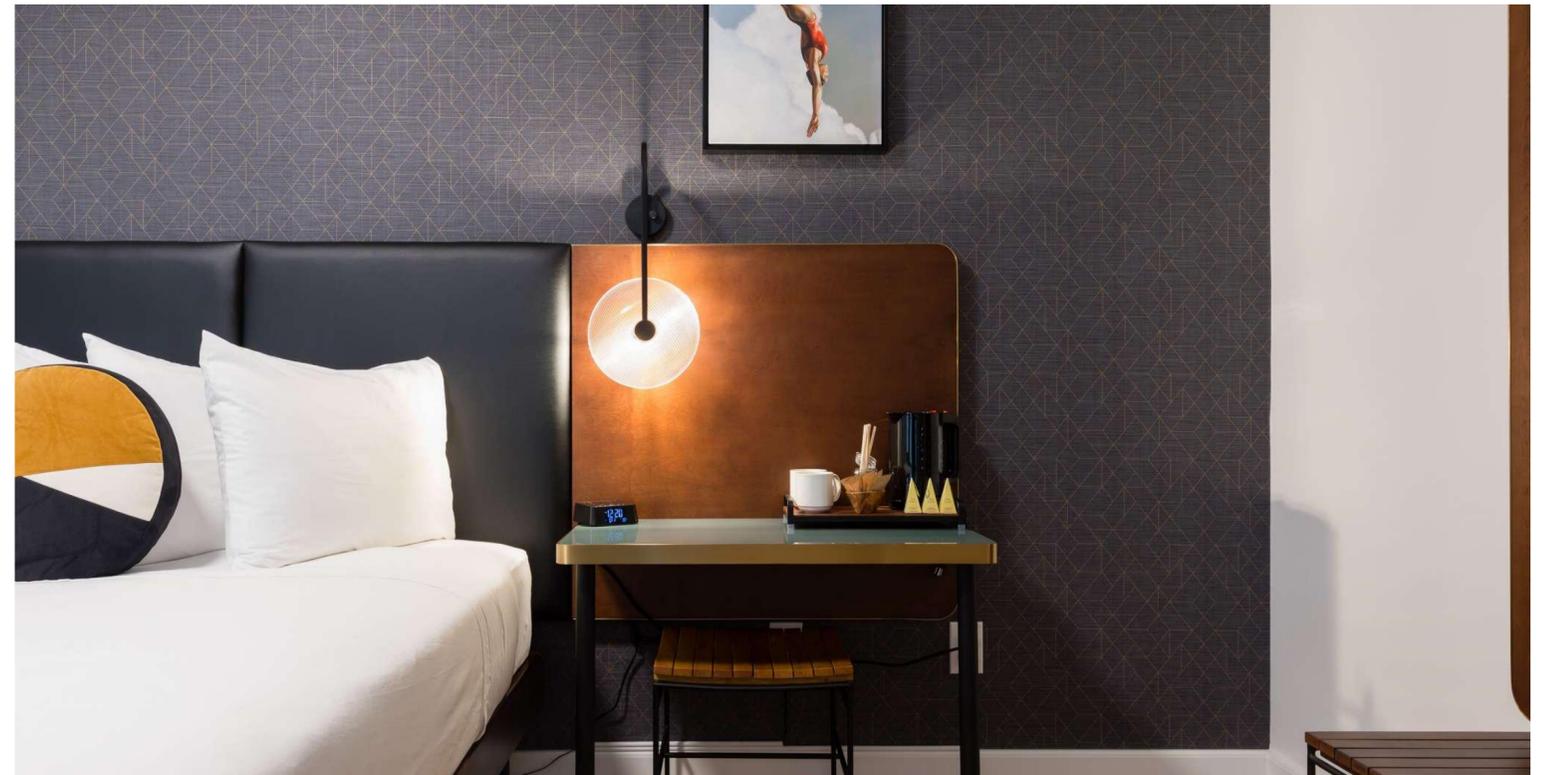


Wonil Hotel Perth, *Australia*



Faubourg Galant Paris, *France*

Hotel Stratford San Francisco, *USA*



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MERCURE HOTELS



1,038 Hotels open

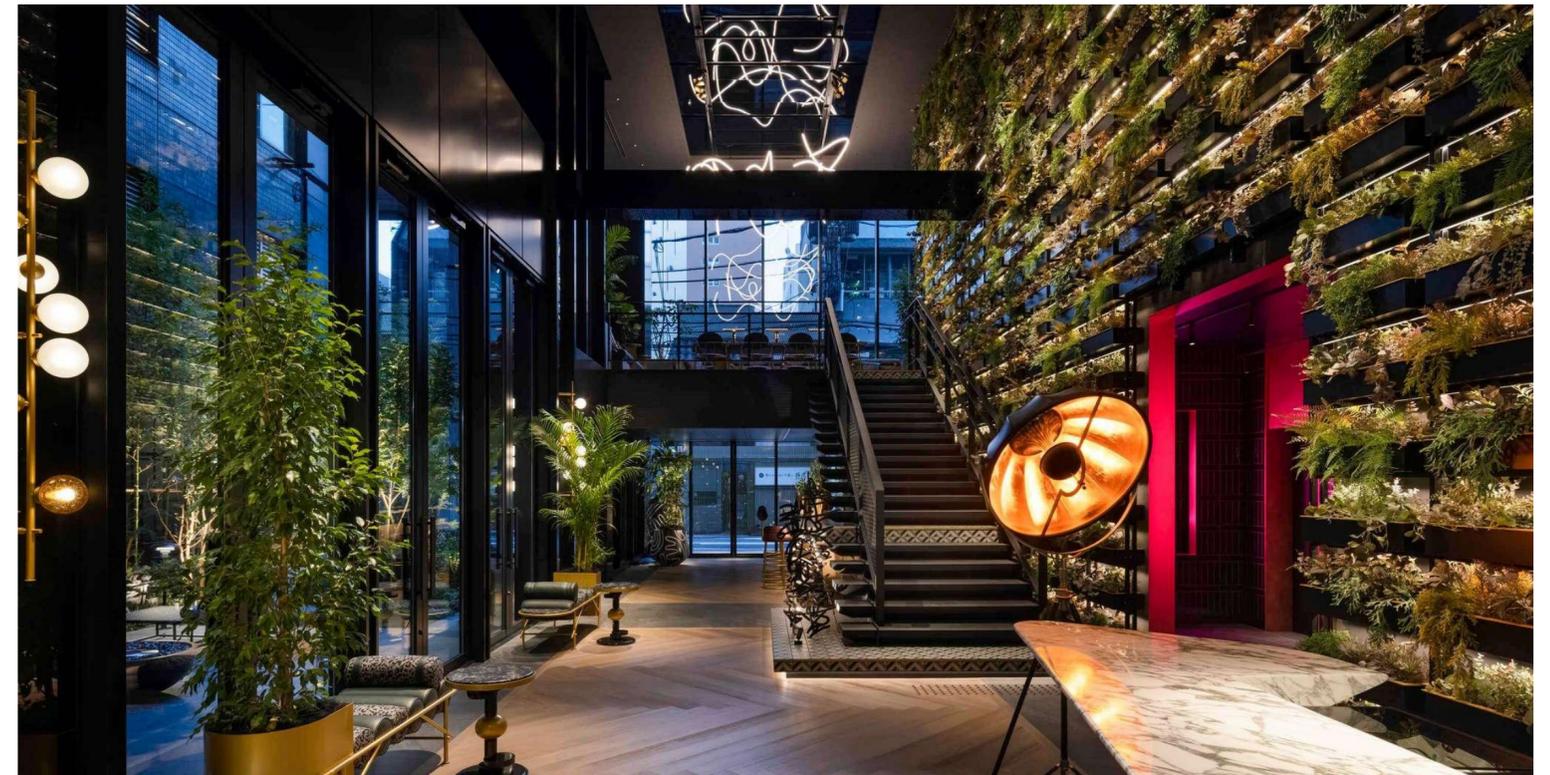
266 Hotels in pipeline



Bangkok, Thailand



Abu Dhabi, EAU



Tokyo, Japan

TRIBE



27

Hotels open

37

Hotels in pipeline



Paris Pantin, France



Auckland, Australia

London Canary Wharf, United Kingdom



POWERHOUSE OF BRANDS

ECONOMY Profitable & Reliable Business Models

IBIS \ IBIS STYLES \ IBIS BUDGET
\ GREET \ JO&JOE

Qualitative brands designed to deliver great comfort, reliable service, and consistent quality at an accessible price point.

All figures as of December 2025

5

brands

2,594+

hotels

297k+

rooms





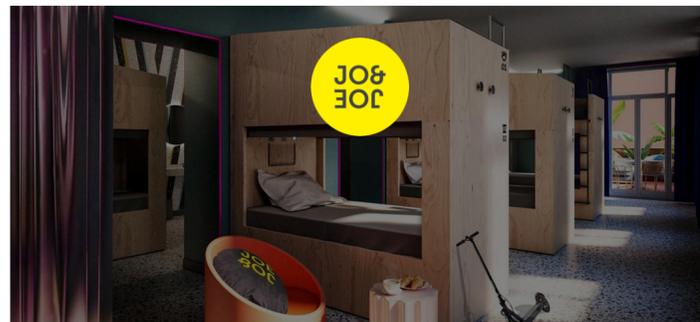
ibis family

The most global and widely loved economy brand, reliably and consistently offering the best quality essentials to wallet-wise guests so they can go get it with confidence. Ibis delivers stable, high-occupancy performance and long-term returns for owners and investors.



greet

With affordability and convenience at its core, greet champions a fresh and forward-looking approach to hospitality, focusing on sustainable conversions, prioritising meaningful essentials and value for money that feels good. Straightforward and satisfying stays, big on personality, low on budget.



Jo&Joe

JO&JOE is reinventing the hostel experience, where style, community, and comfort come together – without compromise. It combines a high-density hostel model, the comfort and security of a hotel with a vibrant lifestyle brand for experience-driven and open-minded guests, offering a premium look and feel without the premium cost.



 **2,535** Hotels open **326** Hotels in pipeline



Seoul, *South Korea*



São Paulo, *Brazil*



Paris Chatillon, *France*

greet



46

Hotels
open

14

Hotels in
pipeline



La Rochelle, France



Marseille, France



Vienna, Austria



13

Hotels open

11

Hotels in pipeline



Auckland, New Zealand



Roma, Italy

Budapest, Hungary



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QUICKLY BOOST PERFORMANCE

With best-in-class
conversion brands

6 Brands

50%+ of Accor
global
growth*

SHORTEN YOUR CAPEX PROGRAMME

adaptable brands with fast onboarding

DIFFERENTIATE YOUR HOTEL

with brands providing the opportunity to retain its
existing character & experience

REALIZE IMMEDIATE ROE

Increase your revenue and control your costs through
Accor 360 solutions

*For Premium, Midscale & Economy brands

PREMIUM

MÖVENPICK

GRAND MERCURE

MIDSCALE

Handwritten
COLLECTION

MERCURE

ECONOMY

ibis
STYLES

greet



THE CROWN KRAKOW HANDWRITTEN COLLECTION, POLAND

A

LEVERAGE THE POWER OF

Extended stay brands

ACCOR IS THE LARGEST EXTENDED STAY OPERATOR OUTSIDE US

13 Brands

420+ Network + Pipeline

DEVELOP A COMBINATION OR STAND-ALONE PROJECT

Brands ideally suited for either, to meet any market demands

BOOST OPERATING MARGINS

Low breakeven occupancy = high profitability and ROI

BENEFIT FROM UNRIVALLED BRAND AWARENESS

With an extension of Accor's powerful hotel brands



ADAGIO STUTTGART NECKARPARK, GERMANY
121 APARTMENTS

PREMIUM

APARTHOTEL
ADAGIO
PREMIUM

pullman
LIVING

swissôtel
LIVING

MÖVENPICK
LIVING

THE
SEBEL

PEPPERS

MIDSCALE

APARTHOTEL
ADAGIO
ORIGINAL

NOVOTEL
LIVING

MERCURE
LIVING

mantra

ECONOMY

APARTHOTEL
ADAGIO
ACCESS

BreakFree

A

ACCESS TURNKEY

Branded residential platform

#2 Global Operator

180+ Network + Pipeline

ACCOR ONE LIVING

LEVERAGE HIGHLY SPECIALIZED EXPERTISE

A global team organized regionally, supporting across each phase in the lifecycle of a branded residential project, from planning and development through to sale and operating

SECURE FINANCING THROUGH A PRICE PREMIUM

30% average price premium globally for Branded Residential projects (Savills Research, 2022-2024)

DIVERSIFY YOUR PROJECT RISK

Combine branded residential with hotel brand, extended stay, coworking & wellness offerings

PREMIUM

PULLMAN RESIDENCES

swissôtel RESIDENCES

MÖVENPICK RESIDENCES

onefinestay

MIDSCALE

NOVOTEL RESIDENCES

MERCURE RESIDENCES



PULLMAN RESIDENCES NEWTON, SINGAPORE
340 RESIDENCES - OPENING 2024 - 95% SOLD

Augmented

Chapter

02



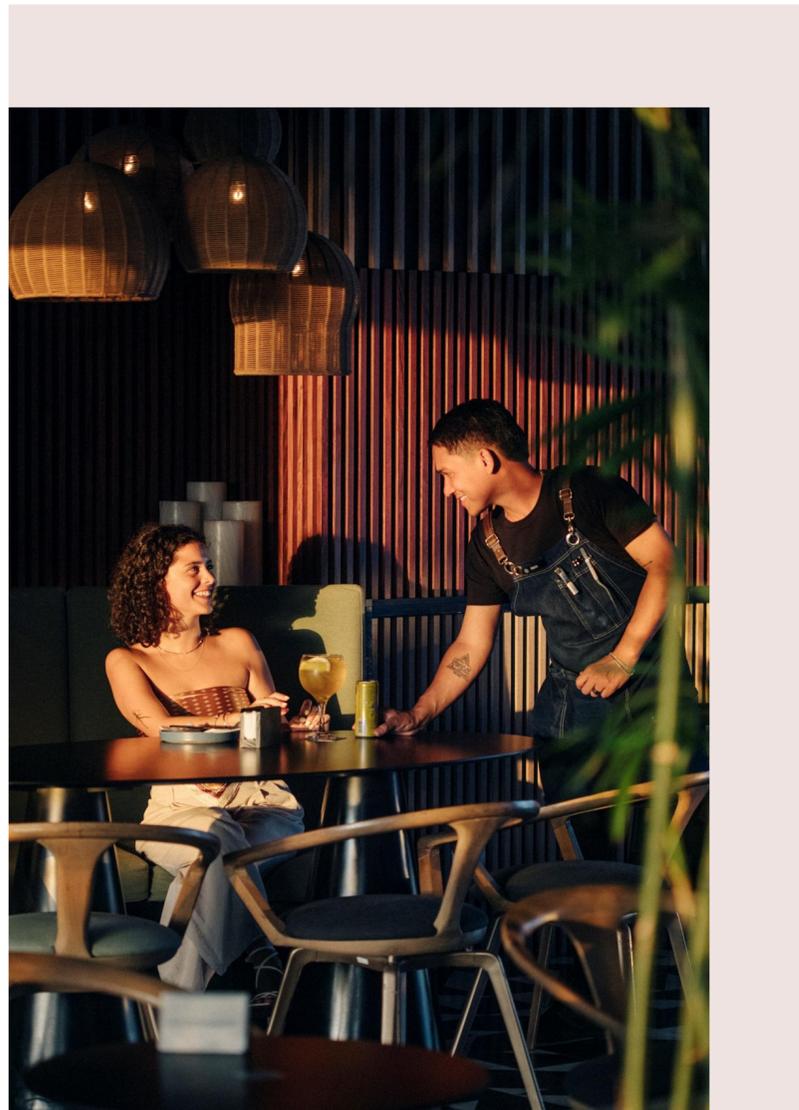
Hospitality



Make experiences the heart of your hotel

GENERATE REVENUE OUTSIDE OF TRADITIONAL ROOMS BUSINESS, OPTIMISE REVENUE PER SQ FT ACROSS YOUR HOTEL AND DIVERSIFY YOUR RISK PROFILE

Accor offers world-class internal Food & Beverage, Coworking & Wellness expertise to support your projects and development, delivering profitable concepts that attract locals.



Wellness

Food & Beverage

Coworking

ACCOR SUPPORTS YOU FROM CONCEPT TO OPERATION

CONCEPT DEVELOPMENT

- Market Study to determine optimum mix
- Library of off-the-shelf or bespoke concepts

DELIVERY & LAUNCH

- Design team supporting intelligent & efficient Capex
- Recruitment & Training
- Pre-opening support

ONGOING SUPPORT

- Marketing, Operations & On-going training support

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DELIGHT YOUR GUESTS

From early breakfast to a night cap and every bite in between

Accor will support you to design attractive F&B venues, with the right concept for your hotel.

The Group will share detailed operational guidelines per mealtime and strong F&B brand signatures, to make sure your teams operate as efficiently as possible.

Service culture, training and SOPs, as well as procurement support and partnerships, will enable them to elevate the F&B experience in your hotel and make your restaurant become a destination.

ATTRACT
MORE GUESTS

DEVELOP
A DESTINATION

OPTIMIZE
SQM USAGE

DRIVE
INCREMENTAL REVENUE

200M
MEALS SERVED PER YEAR

10,000
BARS & RESTAURANTS



ATTRACT LOCALS

With lifestyle Food & Beverage concepts

Depending on the brand, Accor offers you a choice between brand led concepts, original regional restaurants or F&B agencies with preferred rates to work on your bespoke F&B concepts, delivering 25 to 30% GOP.



OFF-THE-SHELF CONCEPTS

A focused offer of iconic brand concepts and regional concepts to meet your guests' expectations

Kiosk
(ibis)

SPONTA in Latin America



勝 **KATSUYA**



EST H 2005
HYDE
LOUNGE

STUDIO CONCEPTS

Designed & delivered by Accor's fully integrated F&B studios

PARIS SOCIETY

CARTE BLANCHÉ



SMOOTH OPERATIONS

Thanks to Accor's structured support from inspiration to execution

**CLEAR OPERATIONAL GUIDELINES**

Brand standards and toolkits by venue and mealtime, including guest experience guidance, video training, key product references, and SOPs — designed to simplify operations and accelerate execution.

OPERATIONAL EFFICIENCY & COST CONTROL

Simplified concepts, optimised menus, rationalised SKUs, and efficient workflows to reduce complexity, staffing pressure, and operating costs.

PROCUREMENT POWER

Global procurement partnerships delivering best quality-to-price sourcing, negotiated rates, and reliable supply for key F&B markers.

COMMERCIAL PERFORMANCE

F&B concepts designed to drive revenue through menu engineering, pricing architecture, upselling mechanics, and daypart activation.

DISTRIBUTION & LOYALTY

Visibility across Accor digital channels and ALL – Accor Live Limitless, connecting venues to a global ecosystem of 100+ million members.

FLEXIBILITY & FUTURE-PROOFING

Globally consistent, locally adaptable standards aligned with sustainability commitments and long-term goals.

ONGOING SUPPORT

Continuous brand and regional guidance to protect performance beyond opening.

INTEGRATE FLEXIBLE

Workspace & meeting solution

Accor is well equipped to design and operate workspace solutions and services, with flexible programming depending on the project:

WORK IN THE LOBBY SOLUTIONS
SHARED COWORKING SPACES
SHORT TERM OFFICE RENTAL
MEETING SPACES

DIVERSIFY
YOUR RISK

DEVELOP
A DESTINATION

OPTIMIZE
SQM USAGE

DRIVE
INCREMENTAL REVENUE

HOTELS THAT ENABLE CO-
WORKING CAN INCREASE
THEIR TURNOVER BY UP TO

20%

400+

WOJO ADDRESSES,
EUROPEAN LEADER
IN FLEXIBLE OFFICES
AND WORKSPACES



WOJO

CAPTURE
The blooming wellness market

950+

SPAS WITHIN THE ACCOR NETWORK

2K+

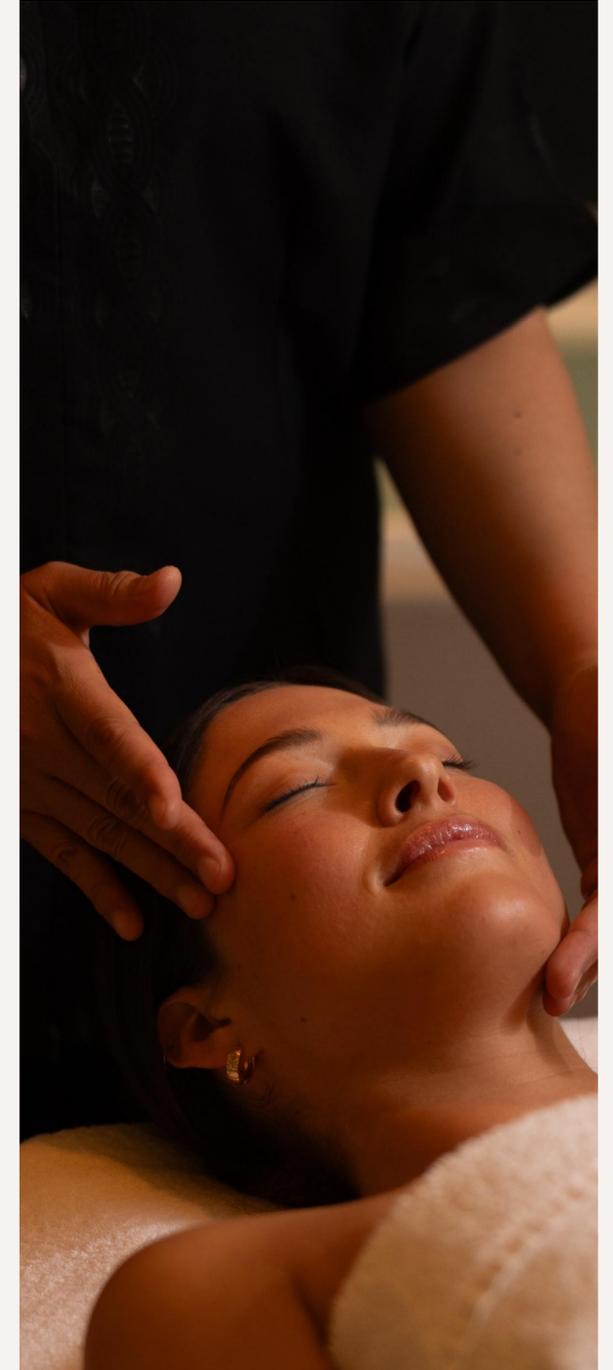
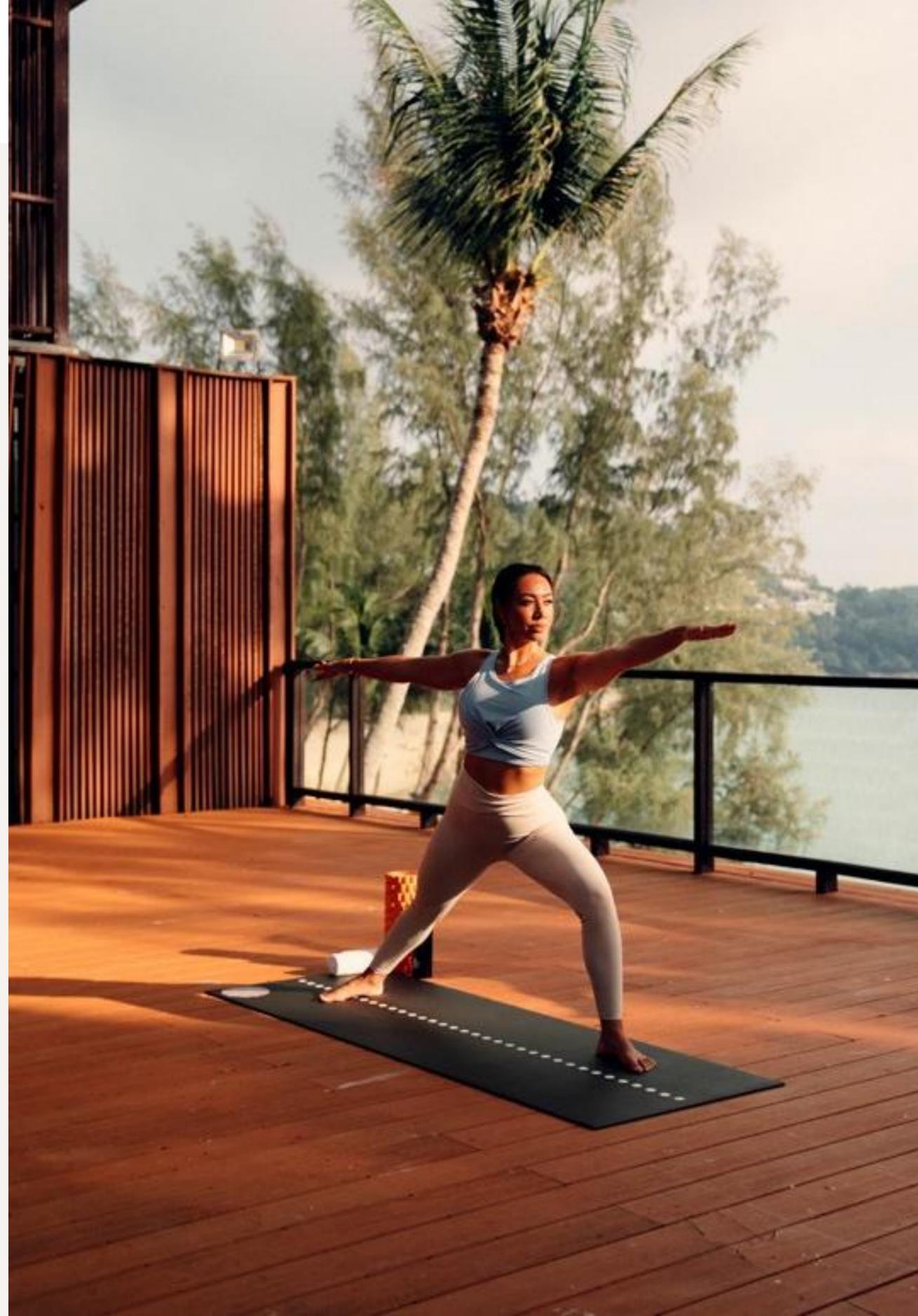
HOTELS WITH SPAS OR FITNESS FACILITIES

spa.accor.com

Industry leading wellness distribution platform accelerating sales & visibility

“Accor is the hospitality market leader in the wellness “Intelligence Economy” and a benchmark for well-being strategy and concepts.”

Jenny Southen
CEO Globetrender





MAKING NEW MEMORIES

With the best of iconic events

Creating emotion is our passion. It is therefore natural for us to associate our brands with exhilarating experiences and emblematic venues.

We connect guests with the very best in entertainment and nightlife in unforgettable environments.

Through a range of international collaborations, we are creating inspired experiences all around the world, sharing our unique expertise with our partners.

Figures at June 30, 2025

400+

PRESTIGIOUS PLACES
AROUND THE WORLD
POTEL & CHABOT



2,000+

EVENTS ORGANIZED
ANNUALLY BY
PARIS SOCIETY



ACCOR ARENA



AMERICAN EXPRESS
presents
BST HYDE PARK

SAIL GP™



PARIS 2024



Potel & Chabot SAINTCLAIR DALLOYAU PARIS THEATRE DU LIDO | PARIS SOCIETY RIKAS ENNISMORE

Revenue &

Chapter



03

Performance

INCREASE YOUR REVENUE

Through our powerful topline solutions

Accor offers unrivalled global scale & visibility, coupled with the benefits of expert local presence, who truly know and understand local market specificities.

This results in strong topline performance, with **Accor accounting for 76% of revenue** on the average for our hotels worldwide.

Distribution

ROBUST AND POWERFUL DISTRIBUTION SYSTEM

110 countries
140+ connectivity partners
Solid web direct All.com
& best-in-class mobile APP

Loyalty

WIDEST & MOST DIVERSIFIED INTERNATIONAL NETWORK

with 110m+ members worldwide
140+ Global and Local Partnerships

Sales

LARGEST GLOBAL SALES OFFICE

400+ sales professionals
10K premier & strategic
accounts

Revenue Management

ADVANCE REVENUE MANAGEMENT PRACTICES

Certified Revenue Experts
Best-in-class tools
Powerful Pricing strategies

CONNECT YOUR HOTELS

To the widest distribution ecosystem

140+

CONNECTED PARTNERS

Included Search / Metasearch / OTA / GDS / IDS, both Global and Regional

Making the most of our own booking platforms and external partnerships

5,800+

HOTELS DISTRIBUTED

110

DISTRIBUTION CHANNELS

1,800+

CONTACT CENTRES EXPERTS

400+

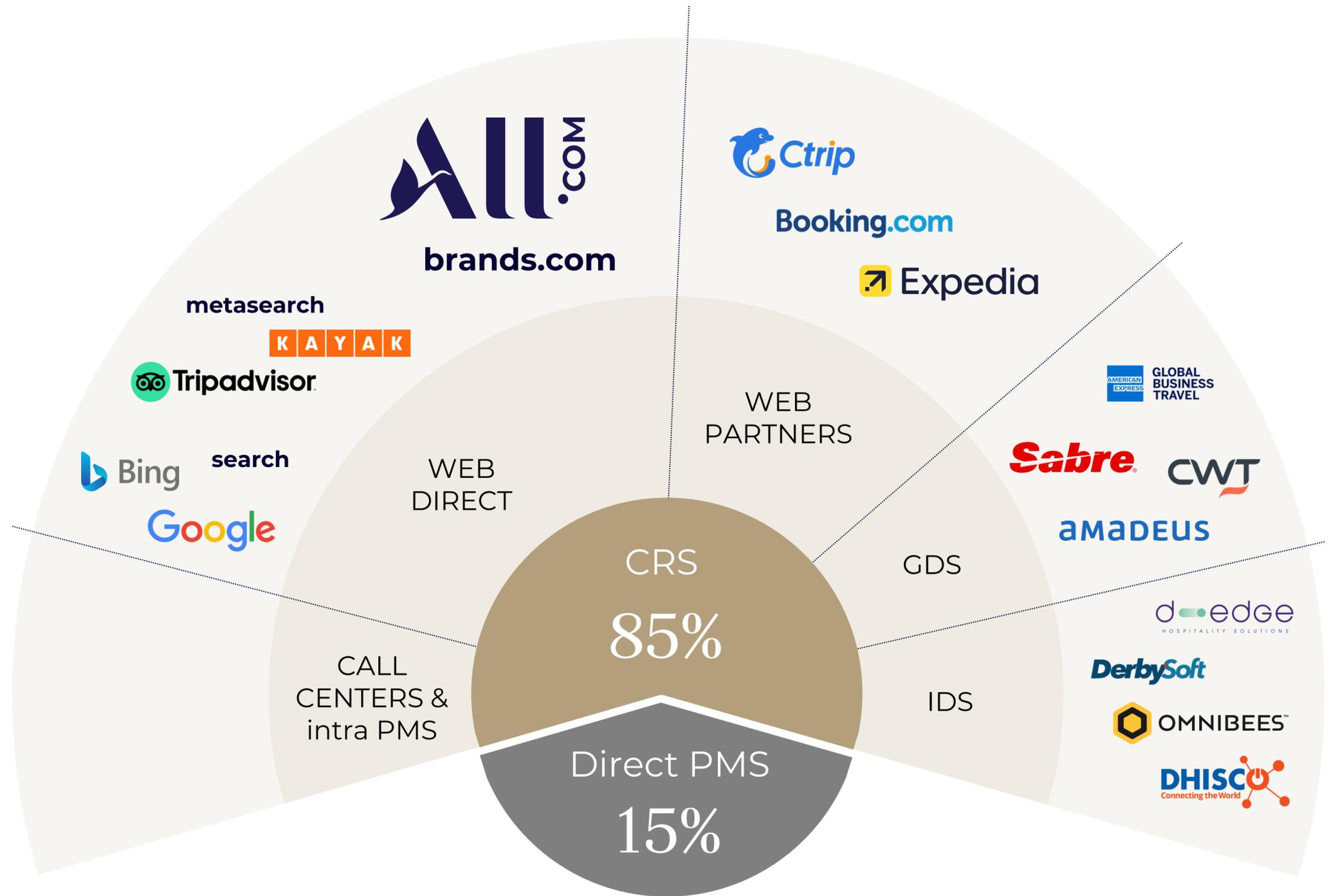
BTOB SALES REPRESENTATIVES

12

CALL CENTERS

18

LANGUAGES



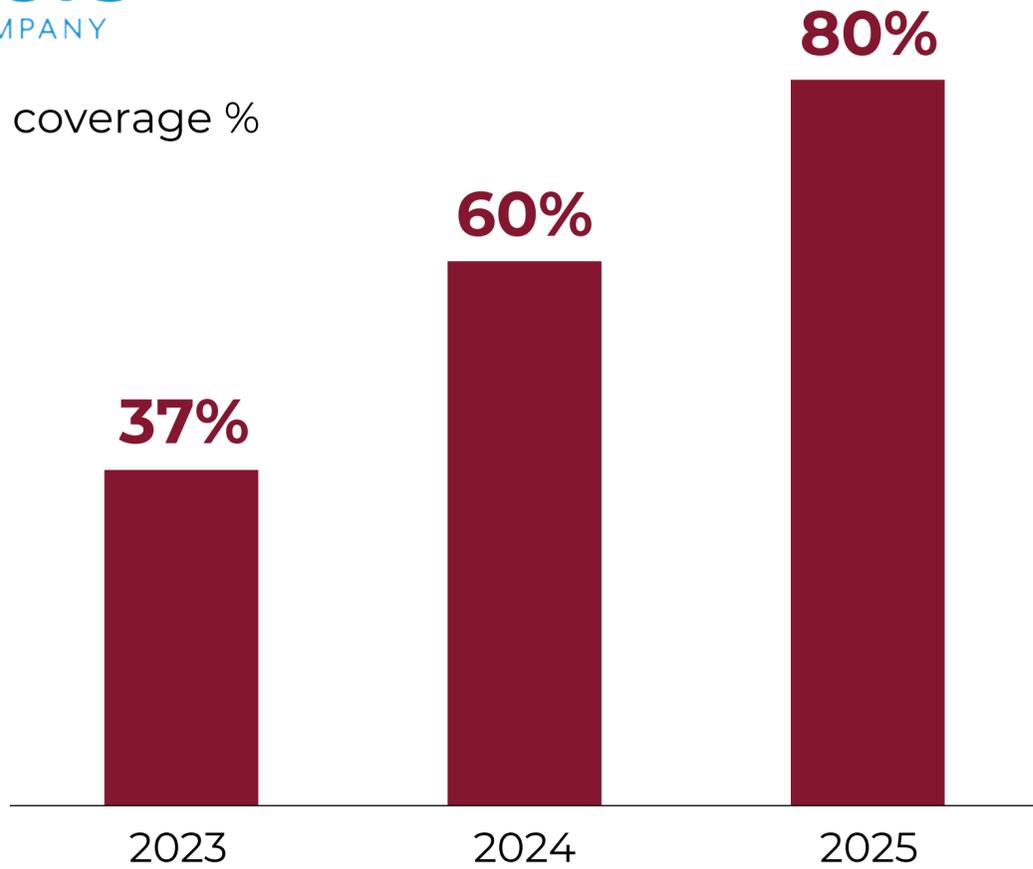
Including best OTA discounted rates

ORCHESTRATED BY

A data-driven revenue management systems (RMS)

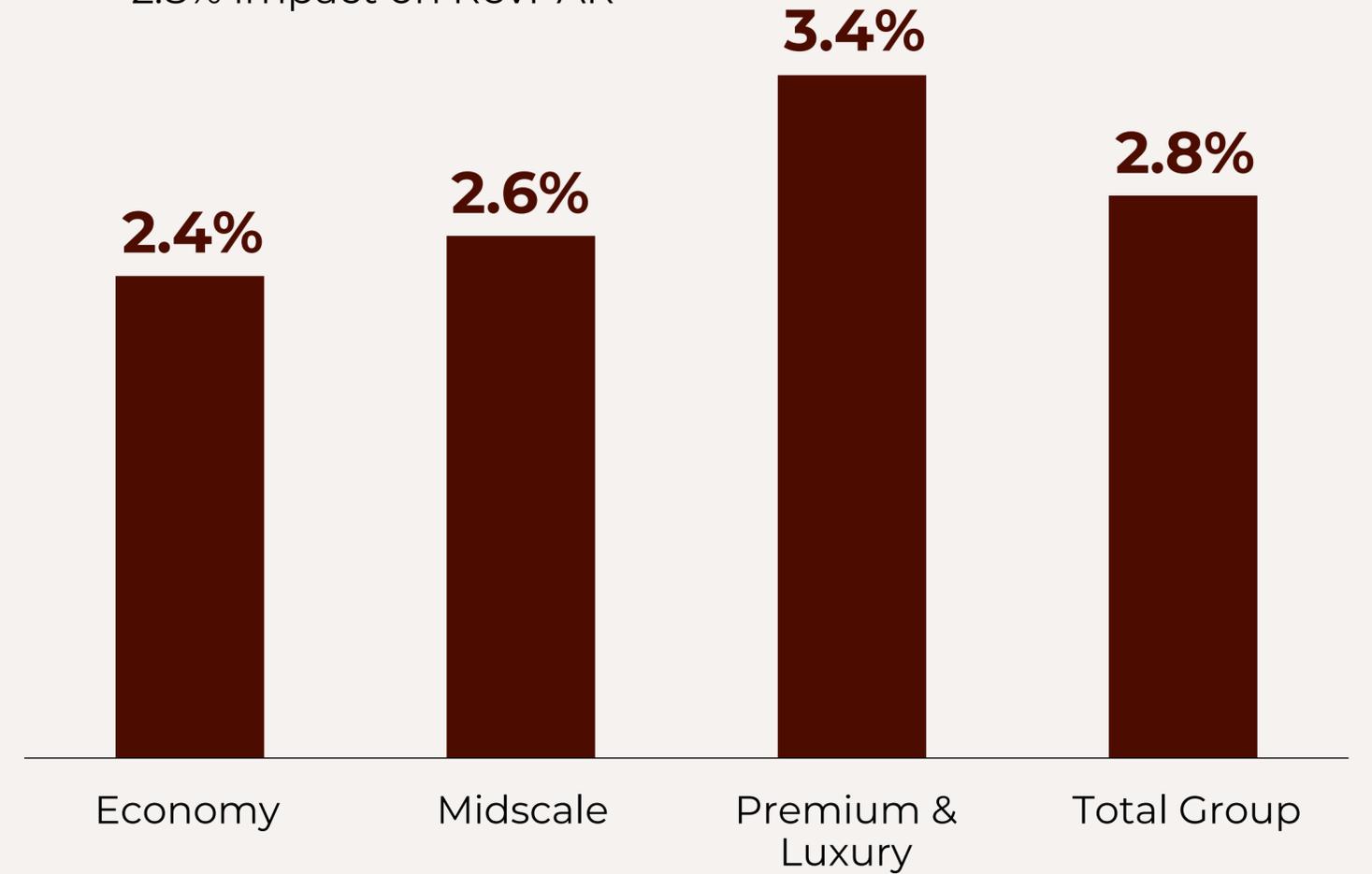


Revenues coverage %



BASE 100% = 5,092 HOTELS

RMS uplift:
+2.8% impact on RevPAR



RMS REVPAR UPLIFT
(BASE 543 HOTELS)

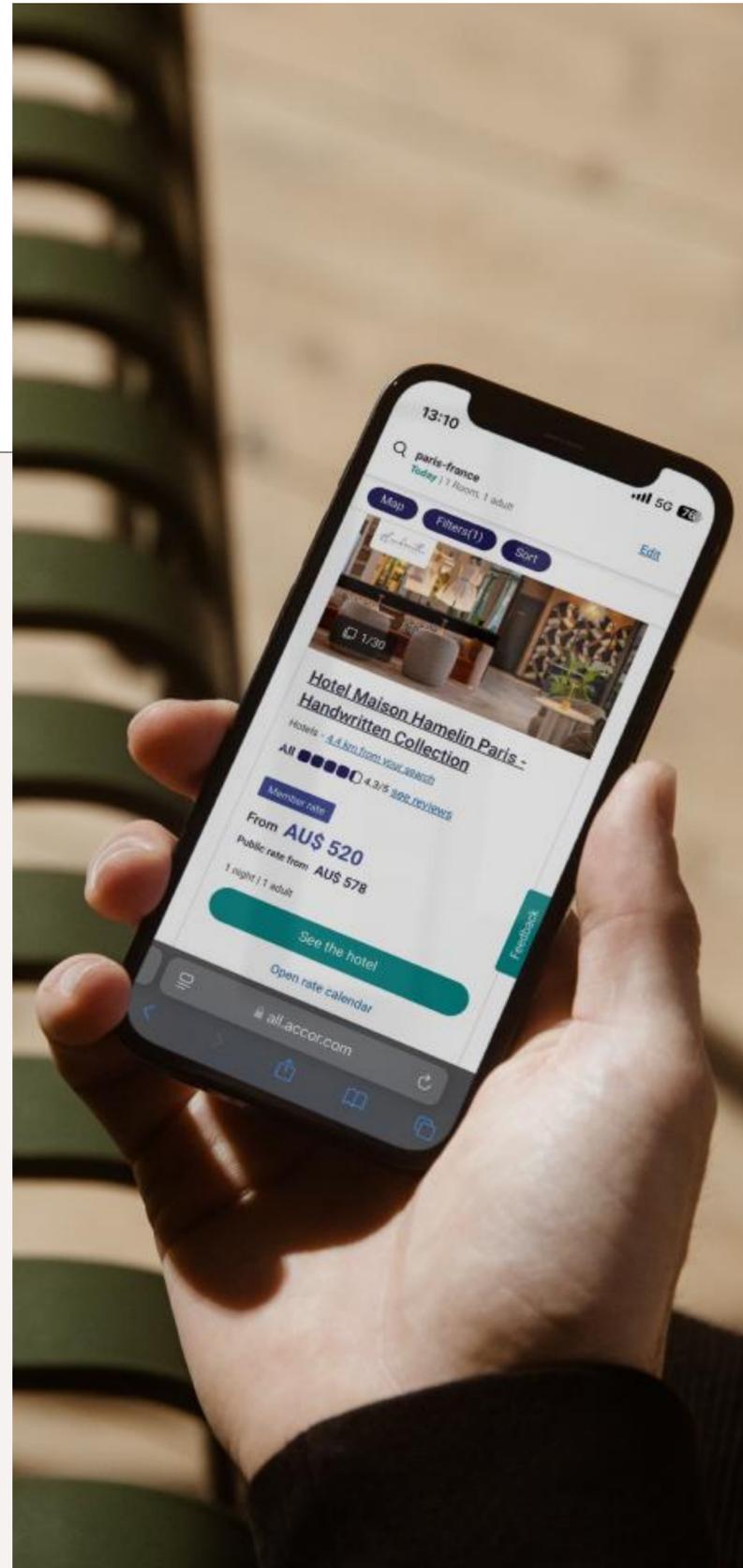
ACCESS

A global sales office with strong expertise

400+ SALES PROFESSIONALS

Across 34 COUNTRIES Covering 80% OF THE GLOBE

Generating 45% TOPLINE OF ACCOR NETWORK



And continued innovation

MEETINGS & EVENTS DIGITALISATION



TARGETED B2B INITIATIVES



ACCOR LEISURE PARTNER PLATFORM



BENEFIT FROM

A solid web direct growth driving better margin for your hotels

AN ACCELERATED GROWTH OF OUR DIRECT CHANNELS...

x3 DIRECT CHANNEL GROWTH VS OTAS IN 2024 & 2025

+1.5b€ OF HOTEL REVENUE GROWTH IN THE PAST 2 YEARS

360m VISITORS PER YEAR

POWERED BY STRONG MARKETING & DATA CAPABILITIES

65m€ INVESTED IN MARKETING TECHNOLOGIES AND DATA IN THE PAST 5 YEARS

AI driven targeting

THROUGH MAIL, SMS, WHATSAPP, NOTIFICATIONS...

AMPLIFIED BY A BEST-IN-CLASS MOBILE APP

★★★★★
Rating on the stores

7 DOWNLOADS /MINUTE

+45% GROWTH IN 2024

x3 HOTEL SPENDS AFTER SWITCHING TO THE APP

In stay capabilities

DIGITAL KEY, CHAT WITH THE STAFF, IN-HOTEL BOOKING, OF RESTAURANTS & SPA,...

Direct channels 1.4x more profitable for our hotels than indirect channels

A loyalty program fostering augmented hospitality



40+ brands

FEATURED ON ALL.COM

110M+

MEMBERS

360M+

VISITS/YEAR

140+

PARTNERS

550K+

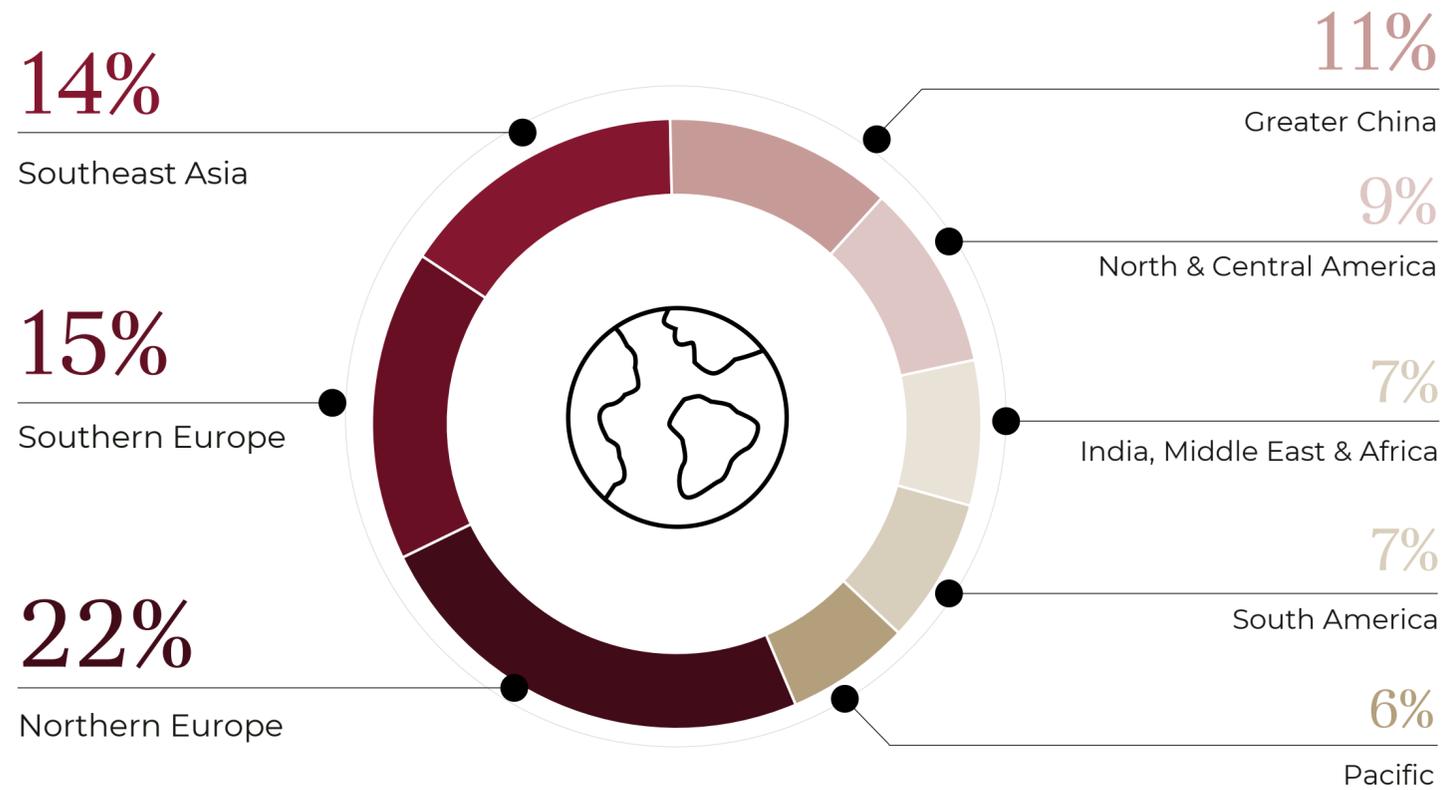
SUBSCRIPTION CARDHOLDERS

ACCESS

The widest & most diversified international loyalty network

Joining Accor grants you direct access to **110+ million** members, poised to fill **37% of your hotel's rooms...**

A WORLDWIDE PLATFORM OF 110+ MILLION MEMBERS



ALL ACCOR MEMBERS' PLACE OF RESIDENCE

Figures as of end of December 2025

RESULTING IN

Strong Revenue Contribution for Hotels

POWERFUL BUSINESS MULTIPLICATOR

MEMBERS STAY MORE

X2

Members stay twice more than non-members

MEMBERS SPEND MORE

+10%

ADR

Members spend more than non-members

HIGH LOYALTY ROI

X8

Incremental revenue generated vs costs



Increase your Revenue

RETAIN GUESTS & BOOST YOUR REVENUE

Thanks to ALL Accor, the #1 loyalty program

Elevated through experiences, making ALL the most praised & understood program

CAN'T BUY EXPERIENCES & RICHEST RANGE OF PARTNERS

AUGMENTED OPPORTUNITIES

Earn & redeem points around our guests' three main passions: sport, F&B and entertainment.



LEVERAGE BENEFITS & OFFERS

140+ partners network where our loyalty currency is valued and can be either earned and/or burned.



MOST PRAISED PROGRAM



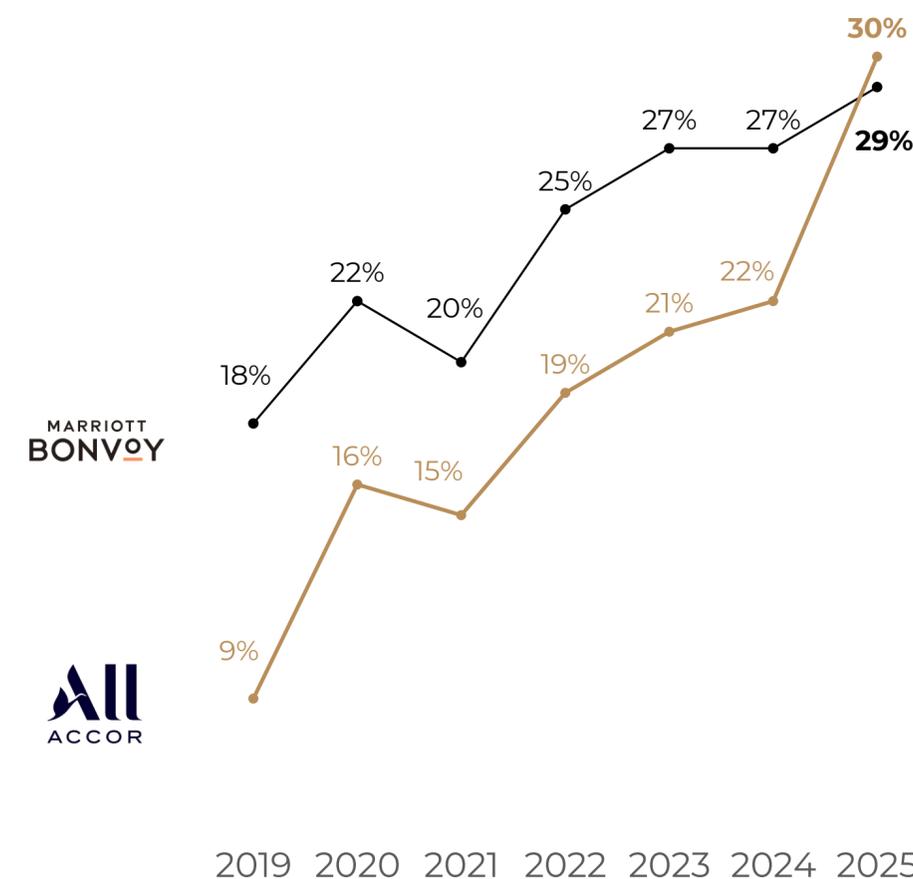
Nb of & won since its creation in 2019

MOST LOVED BRAND



Brand Love score

HISTORIC INCREASE IN AWARENESS IN 2025



Brand Awareness for hotel users

Source: BEAM Study September 2025. Among Hotel users for hotel brands only. The overall scores in this slide, both for ALL Accor and other brands, represent an arithmetic mean of scores from France, Germany, the UK, the USA, China, Brazil, Australia, and the UAE. No weight was assigned to individual countries in calculating the global scores.

DISTRIBUTION AND LOYALTY

Powered by best-in-class technology

CLOUD

>80% ecosystem already migrated

Server and applications migration plan



SPEED

DATA & IA

Company wide data platform

Personalization

AI at scale



AGILITY

OMNICHANNEL

360° marketing platforms

Locally relevant marketing capabilities

Guest technologies
In-hotel interactions



FLEXIBILITY

NEXT GEN DISTRIBUTION

CRS replacement

RMS

API and connectivities

PMS cloud



PROFITABILITY

INCREASE YOUR RETURN

By optimizing costs and operations

“Working with Accor is very reassuring. They give us their “process books” on everything so we can always refer to them. We also talk with Accor local team several times per day –they are very helpful. ”

Owner-operator in LATAM

Design & Technical Services

A dedicated team of
100+ professionals

Working on
1000+ current projects

Opening **1 hotel a day**

Procurement

ASTORE

A streamlined one-stop-shop covering 100% hospitality needs

Supported by **280+ local procurement experts** worldwide

CSR

LEADING LOCAL, IN-HOUSE ENVIRONMENTAL EXPERTISE

providing turnkey solutions at best rates & worldclass partnerships

People

Powerful global talent **recruitment** platform

Strong **employee brand**

"Hospitality is a work of Heart"

Regional **training** campuses



SWISSÔTEL ULUDAG BURSA, TURKEY
173 ROOMS



DAMIEN PERROT

GLOBAL CHIEF DESIGN,
TECHNICAL SERVICES &
INNOVATION OFFICER

“Our worldwide Design & Technical Services teams strive to provide the best profitable & sustainable design for our partners, performant product for our hotels, unique memorable experiences for our guests and position Accor as a design & innovation trend setter.”

1 Hotel opened
every day

100+ Worldwide
experts

1,000+ Active
construction
& renovation
projects

DESIGN YOUR HOTEL TO OPTIMISE INVESTMENT COSTS

with teams focused on value and quality resulting in increased profitability.

DRIVE ADR VS COMPETITORS

with an on-brand hotel delivering consistent guest experience.

REDUCE ENVIRONMENTAL IMPACT

reduced Capex through pooling and optimization of surface, reduce Opex with shared manning.



STREAMLINE YOUR OPERATIONS

With expert procurement services

100% Purchasing families covered

- Food and Beverage
- Operating Supply & Equipment
- Professional Services
- Electricity, Gas, Water
- Fixed Furniture And Equipment
- IT & Guest Technologies
- Work & Maintenance

~4,500

Best-in-class suppliers worldwide

Local / regional / international

280 Experts in 30 offices worldwide

- Sourcing and negotiating **competitive products and services** tailored to hospitality needs and aligned with Accor brand standards
- Providing **digital procurement tools** that simplify operations (e.g., e-ordering solutions)
- Ensuring **supply chain compliance and security** through robust controls
- Accelerating **sustainable procurement** by developing innovative solutions and driving supplier sustainability performance
- Providing **personalized support** for your projects, including construction and renovation

~8,500

Customers worldwide

SECURE FUTURE BUSINESS

Thanks to Accor expertise in sustainability

BOOST TODAY'S PROFIT,
AUGMENT TOMORROW'S
ASSET VALUE

Align with accelerating ESG expectations in hospitality while supporting long-term asset resilience and operational performance.

FULL 360° ESG PACKAGE

Evaluate your ESG performance

Assessment and reporting tools

Access green financing with reduced debt costs

Sustainable new hotel development, green heavy retrofits

Mitigate risks & reputation

Sustainability standards & compliance

Maximize savings and profitability

Energy Performance Contract, Engineering Property Management Services, Construction and Renovation advisory, Green Procurement...

Attract more guests

Eco-certification labels, Smart room

Retain your talents

Heartist Volunteering program, Trainings

Up to

40%

UTILITY SAVINGS

>15%

GREEN ASSET VALUE PREMIUM



ATTRACT & RETAIN

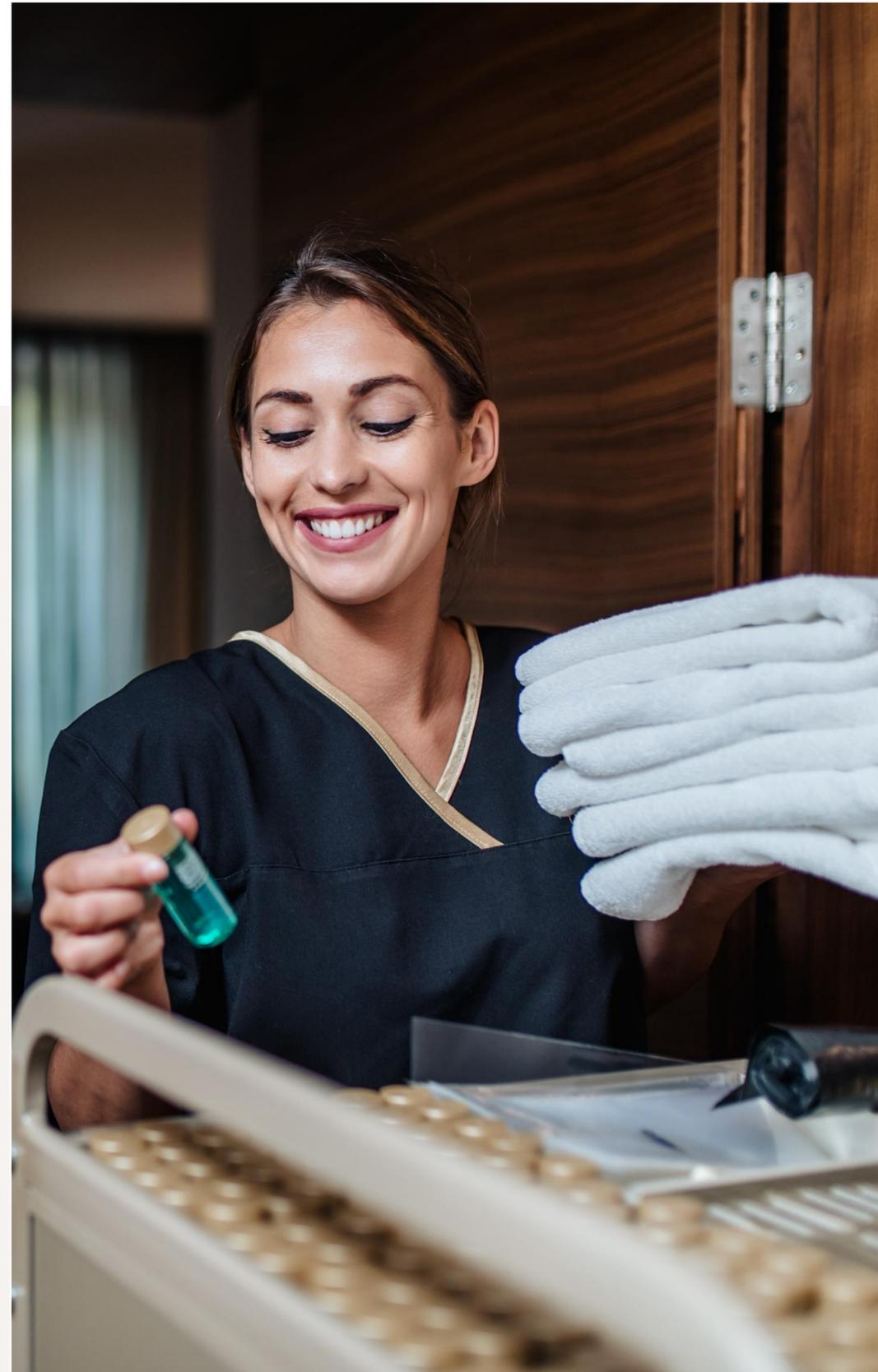
The best talents

140,000+ TALENTS HIRED EVERY YEAR

10M VISITS ON ACCOR CAREERS

20% TURNS INTO CANDIDATE

(vs 10% conversion rate on similar industry benchmark)



150,000+ HEARTISTS WORLDWIDE

8.7/10 ENGAGEMENT SCORE

6.2m HOURS OF TRAINING PER YEAR DELIVERED BY ACCOR ACADEMY

400+ E-LEARNING MODULES AND SEASONED CATALOG

Partner benefits

Chapter



04

Partner benefits



BECOME AN

Accor privileged partner

Exclusive benefits for our partners

STAY PRIVILEGED

- Up to 30% off best available room rate in all Accor properties
 - 15% off restaurant expenses
-

REWARD POINTS

- Earn ALL points for every eligible stay
-

SOFT BENEFITS

- Guaranteed room availability
 - Priority Late / Early check-in
 - Room upgrade upon availability
 - Welcome Amenity & Drink
 - Dedicated telephone lines
-



CONTACT

Our team



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ACCOR REGIONAL
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DEVELOPMENT

Premium, Midscale
& Economy



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Thank

you

